

WEBINAR INVITATION

Market trends and opportunities for essential and vegetable oils; EU regulatory and market access requirements

21st May 2026, 10:30 – 12:30

Microsoft Teams meeting

Join: <https://teams.microsoft.com/meet/399850326471586?p=oJwCa4DNNXu5YVcl9A>

Meeting ID: 399 850 326 471 586

Passcode: QB25mM9a

Public Sector Stakeholders and **Business Support Organizations (BSOs)** supporting the **biotrade sector, exporters, export-oriented producers** of essential and vegetable oils, as well as **value-add enterprises**, which include these oils in formulations for cosmetics, food and health products, are cordially invited to a capacity building webinar.

The webinar is designed to:

- ✓ **Clarify key EU regulatory requirements** across the cosmetic, food, and health sectors where essential and vegetable oils are used as ingredients;
- ✓ **Provide a structured understanding of current and emerging market trends** shaping international demand;
- ✓ **Highlight concrete market opportunities and positioning strategies** for South African suppliers; and
- ✓ **Strengthen participants' ability to independently access and interpret market intelligence** for export development.



Particular emphasis will be placed on ensuring that all content is **directly applicable to the South African context**, linking **global trends** and **EU requirements** to **realistic entry points** for local producers.

By the end of the webinar, participants will understand:

- ✓ **Key compliance requirements**; common risks and barriers to market entry and implications for sourcing, processing and exporting, including documentation requirements;
- ✓ **Market size (i.e., in terms of imports) and growth patterns**; key importing countries and distribution channels; demand segmentation across sectors; and **competitive positioning of different origins** (i.e., benchmarking for South African suppliers); and
- ✓ Where and how **market opportunities** can be accessed.



WEBINAR AGENDA

Time	Topic	Responsible
10:15 - 10:30	Log-on	All
10:30 - 10:35	Welcome	Dr. Elsie Meintjies, CTA, GQSP-SA
10:35 - 10:40	Introduction of Presenter	GQSP-SA
10:40 - 12:20	Introduction and objectives • Understanding the EU market for essential and vegetable oils • EU regulatory framework and market access requirements • Quality systems, documentation and compliance in practice • Market trends in the EU • Sustainability requirements • Market opportunities and competitive positioning • Tools and resources for market intelligence • Conclusions and key takeaways Q & A	Mr Gustavo Ferro, External Expert SIPPO: Natural Ingredients
12:20 - 12:25	Screening of GQSP-SA video on importance of quality	Ms. Pri Elamthuruthil, Project Administrator, GQSP-SA
12:25 – 12:30	Vote of thanks	Ms Anna Reyneke, SIPPO Country Representative

Thank you for joining the GQSP-SA and SIPPO webinar

About the Presenter



Gustavo Ferro is an international consultant in sustainable trade and market development, with over 18 years of experience supporting SMEs, business support organisations (BSOs), and public institutions in accessing European markets. He specialises in agro-food products and natural ingredients for food, cosmetics, and health applications, including essential and vegetable oils, botanical extracts as well as other sectors like coffee and cacao.

He has extensive experience in market intelligence, export marketing strategies, and value chain analysis, with a strong focus on translating

European Union regulatory requirements into practical guidance for SMEs, including areas such as food safety, cosmetics regulation, organic certification, and sustainability.

Gustavo has already worked closely with UNIDO under the Global Quality and Standards Programme (GQSP) in both Colombia and South Africa. In Colombia, he contributed to the development of technical documentation on EU regulatory requirements for natural ingredients, including essential and vegetable oils. In South Africa, he has supported sector stakeholders (including SAEOPA) through a webinar focused on EU market access, sustainability and export readiness. He has also supported Southern African stakeholders through the GIZ ABioSA programme, preparing companies for international market engagement and facilitating discussions on sustainability and market entry strategies in biodiversity-based value chains.

Gustavo collaborates regularly with organisations such as CBI, SIPPO, ITC, FAO, and IPD, and has extensive experience supporting SMEs and BSOs at international trade fairs including In-Cosmetics, Biofach, and Anuga.

Gustavo holds an MSc in International Development Studies from Utrecht University and is fluent in English, Spanish, and Portuguese, with working knowledge of French and Italian.

About the GQSP-South Africa and SIPPO projects

Both projects are funded by the Swiss State Secretariat for Economic Affairs SECO.

GQSP-South Africa aims to unlock the export potential of essential and vegetable oils.

SIPPO South Africa supports BSOs through capacity development for export promotion in two sectors: Natural Ingredients and Processed Foods.